

# **GSA's**

## **Alternative Fuel Vehicle Program:**

### ***Understanding Federal AFV Procurement***

- GSA 101
- GSA's AFV Program

**Kurt Ettenger**



# GSA's Automotive Division

- Mandatory source for all Federal non-tactical vehicle purchases
- 58,000 vehicle purchases in FY01
- 1.1 billion dollars in sales FY01
- GSA Fleet is Automotives biggest customer
  - 35,000 vehicle purchases in FY01
  - 623 million in sales in FY01

# GSA Fleet

- Non-mandatory source for vehicles
  - Federal agencies can commercially lease
  - Non-tactical vehicles only
- 178,000 vehicles worldwide and growing!
  - USA, Europe



# GSA Fleet's AFV Performance

- Leased over 38,500 AFVs to customers 1991-2001
- 22,000 AFVs in current active inventory
- Largest AFV Fleet in the US\*
- Our AFV Role:
  - “Help our customers meet their legislative requirements while providing quality fleet services”

\*Source: Automotive Fleet Magazine

# GSA's Acquisition Cycle Summary

## 1. Standards Conference

- GSA - Customers - Manufacturers

## 2. Customer Meetings

## 3. Contracts

- Automotive - Manufacturers

## 4. Vehicle Ordering

## 5. Vehicle Delivery



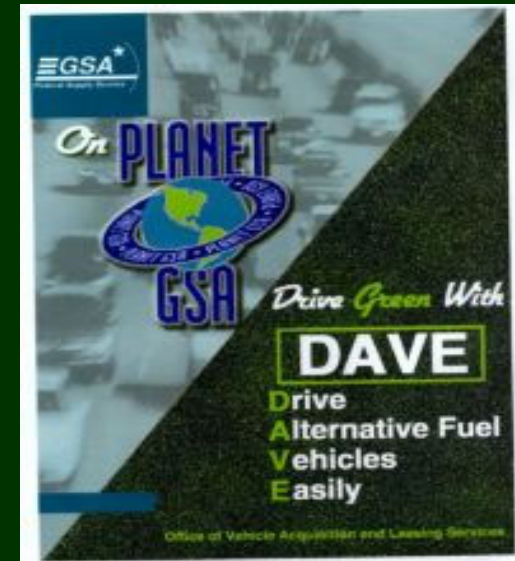
# GSA's Acquisition Cycle Timeline

- Standards Conference May
- Meet with Customers Spring/Summer
- Choice Renewal July/August
- Awards Made November
- Call for Requisitions December
- Orders Sent to OEMs January/February
- Vehicle Deliveries Begin Spring - Summer



# DAVE: Drive Alternative Fuel Vehicles Easily

Nearly 45,000 AFVs Purchased  
Since 1991



Compressed natural gas, electric ethanol, methanol, propane

# DAVE Customer Tools:

- Dave Brochure
- AFV Product Guide
  - *Interim in summer*
  - *Final in Fall*





# Large Selection of AFVs

- Sedans
- Vans
- Pickup Trucks
- Buses
- Medium and Heavy Duty Trucks



# NEW WEBSITE

## Office of Vehicle Acquisition & Leasing Services

[Info for Contractors](#) [Info for General Public](#)

About Us

Automotive:  
[Buying Vehicles](#)

Fleet:  
[Leasing Vehicles](#)

Contact Us

Eligible Users



[www.fss.gsa.gov/vehicles/](http://www.fss.gsa.gov/vehicles/)

# Federal Government's AFV USER Program

## Program Goals:

- Concentrate AFVs
- Use Alternative Fuels



# AFV USER Program Initiatives

**“This House Must be Built Brick by Brick”**

- **AFV Funding**
- **AFV Ordering**
- **Infrastructure Development**
- **Partnering and Successes**



# **AFV USER Program Funding**

**GSA provides up to \$4M in funding**

- **Must be GSA Fleet customer**
- **Agency pays 50% of incremental cost**
- **Agency has strong alternative fuel policy**

**DOE provides funding for infrastructure/marketing**

- **FY 00 and FY 01 Money**

# AFV USER Program

## AFV Ordering

### GSA Fleet's AFV Ordering Performance:

- 808 AFVs in FY00
  - 615 E85, 102 CNG, 40 EV, 9 LPG
- 986 AFVs in FY01
  - 667 E85, 318 CNG, 1 LPG
- 1,794 AFVs placed in two years!

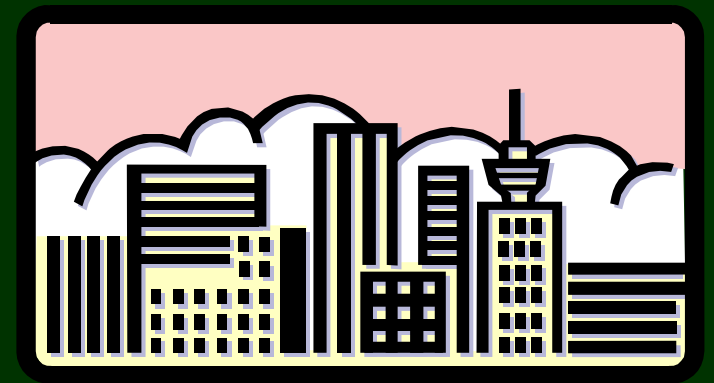


# AFV USER Program Infrastructure Development

- Vehicle Maintenance Infrastructure
  - Concentrating AFVs helps justify certification
  - Work with manufacturers to identify dealers
- Refueling Infrastructure
  - Concentrating AFVs will entice vendors
  - Working on alternative fuel data capture issues
    1. Manual invoicing for CNG
    2. No data for E85

# AFV USER Program Partnering and Successes

- Minneapolis
  - Increased use of FFVs by GSA Fleet customers
  - Supporting local and state efforts
  - Information sharing with NEVC
  - Solving E85 fueling issues





## Summary

GSA has helped the Federal Government:

- Implement National Energy Security Goals
- Improve our Nation's air quality
- Create market opportunities for businesses
- Built the largest AFV fleet in the US